

# The best of two worlds

We combine the financial strength of a large bank with the digital mindset



## / About banco BV

banco BV is **one of the largest<sup>1</sup> financial institutions in the country in terms of assets** and operates in the segments of retail, corporate banking, asset management and private banking. We have a **leading position in vehicle financing<sup>2</sup>** and, through BVx, our innovation business unit, we are one of the main partners of startups. banco BV is **committed to the ESG pillars**, contributing to social development and reducing environmental impact. A signatory to the UN Global Pact and the PRI, banco BV offset its carbon emissions and, since January 2021, it has neutralized the emission of vehicles that are financed by the institution, its main line of business. [bancobv.com.br](http://bancobv.com.br)

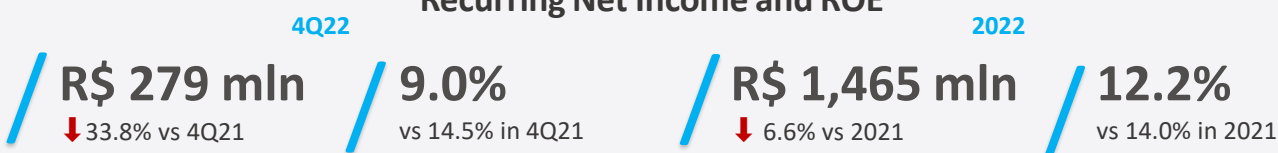
## / Ownership Structure and Corporate Governance

We have a **solid shareholder base**, constituted by the Votorantim Finanças S.A., financial holding of Votorantim S.A., and Banco do Brasil, one of the largest financial institution in Brazil, with over 200 years of experience. **Each of the shareholders controls 50.00% of the capital of banco BV**. The administration of banco BV is shared between the shareholders Votorantim Finanças and Banco do Brasil, with equal participation in the Board of Directors. The Board is composed of 7 members, being 3 members appointed by each of the controlling shareholders and 1 independent member.

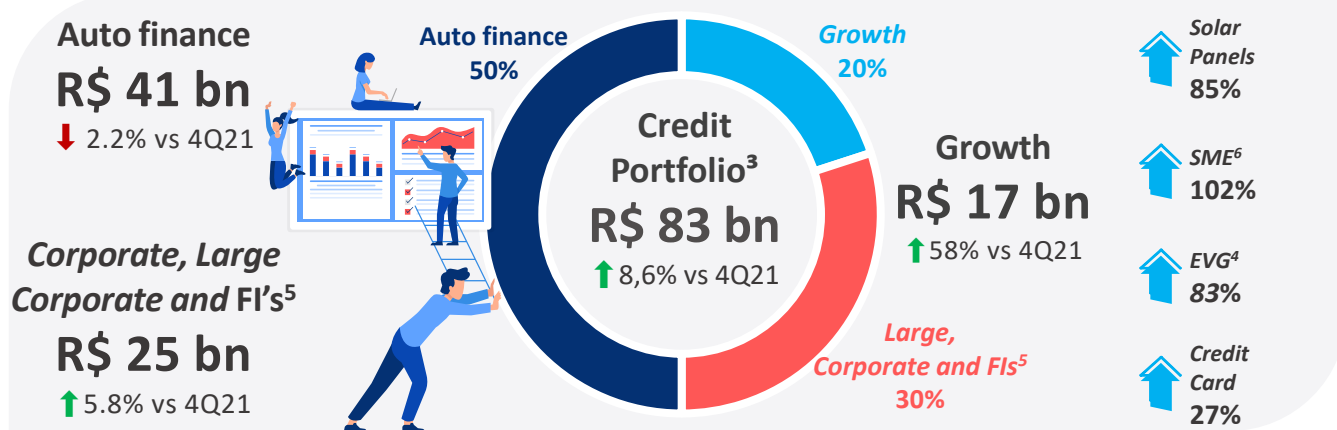
## / 4Q22 Highlights

### Consistent Results

#### Recurring Net Income and ROE



### Advances in the Diversification Strategy



### Solid Balance Sheet



1- According to data released by the Central Bank of Brazil (<https://www3.bcb.gov.br/infdata/>); 2 - Used light vehicles, according to data released by B3; 3 - Expanded Credit Portfolio; 4 - Loan with vehicle as collateral (or car equity loan); 5 - Financial Institutions; 6 - 100% of SME portfolio is collateralized with receivables; 7 - Ratio of total high quality liquid assets (HQLA) and the total cash inflows for a 30 days period in a stress scenario, being the minimum regulatory of 100%.

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## / Diversified business portfolio

### Retail

#### Auto finance

- Leadership in auto finance in Brazil
- Capillarity: +23,000 car dealers; digital partners
- Innovation and digital transformation
- 100% digital treadmill
- 96% of automatic credit analysis

10<sup>th</sup> consecutive year in leadership in financing for used cars<sup>2</sup>

R\$ 41.0 bn  
 ↓ 2.2%  
 vs 4Q21

49.5%  
 of the portfolio

#### Other Retail Business

Growth and diversification, with high cross-sell potential

- Credit card:** Portfolio grew 27.1% vs 4Q21
- Solar panels financing:** Segment leadership. Portfolio grew 84.7% vs 4Q21
- Car equity loan:** Segment leadership. Portfolio grew 83.2% vs 4Q21
- Other loans:** personal loan, private payroll loan, student loan, medical and dental procedures, FGTS credit

R\$ 14.2 bn  
 ↑ 52.2%  
 vs 4Q21

17.2%  
 of the portfolio

### Wholesale

#### Corporate & Investment Banking

- Corporate Banking**  
 Corporate (> R\$ 300 million)  
 Large Corporate (> R\$ 1.5 billion)  
 SME (Prepayment of receivables)
- Banking as a Service (BaaS) Platform**  
 Settlement and custody for startups and fintech

R\$ 27.6 bn  
 ↑ 10.5%  
 vs 4Q21

33.3%  
 of the portfolio

Expansion in the Corporate segment +12% vs 4Q21 (50% of the classified portfolio) and SMEs +102.4% vs 4Q21

#### Wealth Management

Strong position in the management of structured funds. 53% of AuM backed by the real economy assets

R\$ 48 bn  
 AuM

- BV Asset**  
 9<sup>th</sup> largest real estate fund manager Anbima ranking<sup>3</sup>
- BV Private**  
 9<sup>th</sup> largest manager in the Anbima ranking<sup>2</sup>

In August/22, as communicated to the market, we entered into a strategic partnership with Bradesco for the creation of an independent wealth management firm. Completion of the transaction is subject to compliance with certain precedent, legal and regulatory conditions.

**Credit Portfolio<sup>1</sup>**  
**R\$ 82.9 bn**  
 +8.6%  
 vs 4Q21



BVx is the innovation business unit that generates value through connection with the startups and *fintechs* ecosystem, with co-creation methods, proprietary developments and investments in strategic partnerships

BVx/vc BV/open BVx/lab

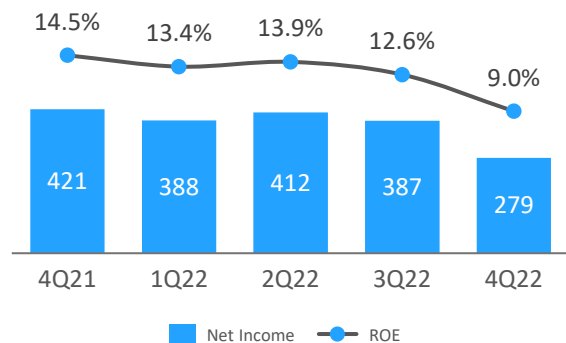
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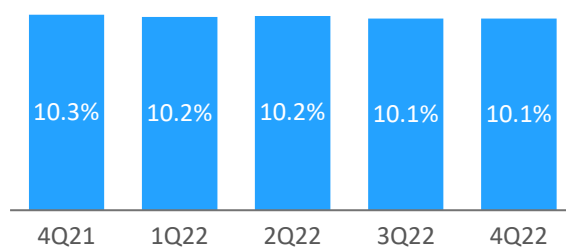


## Financial Results

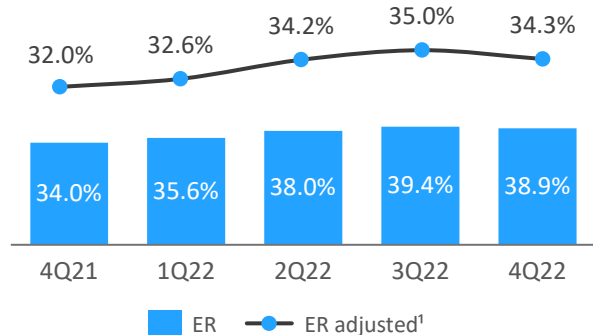
NET Income (R\$ M) and ROE (%)



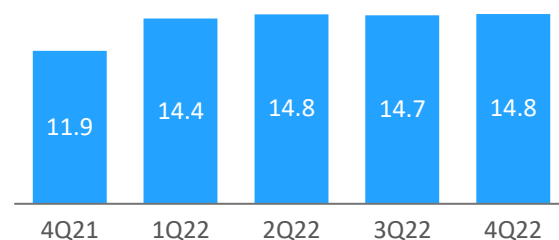
Financial Margin – NIM Clients (%)



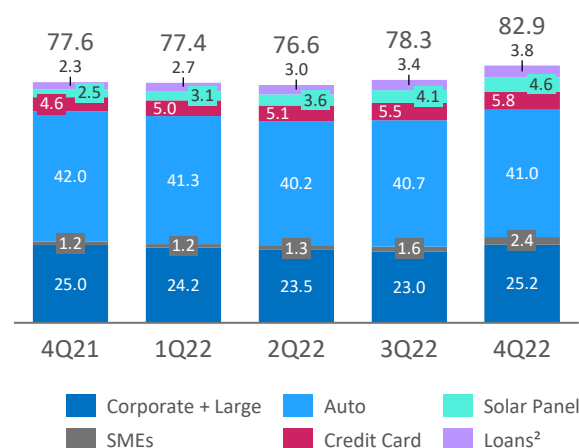
Efficiency Ratio (ER %) - LTM



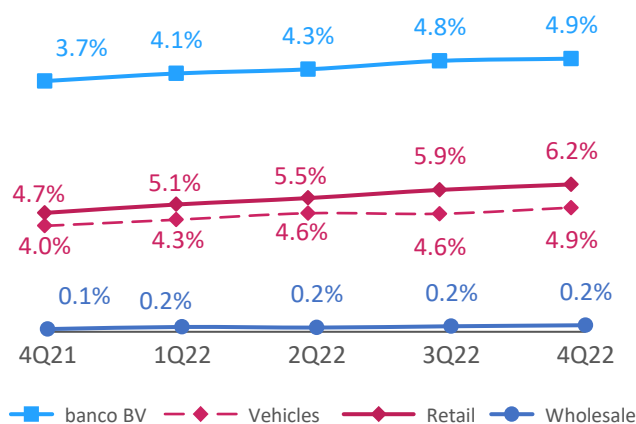
Shareholders Equity (R\$ B)



Credit Portfolio (R\$ B)



90-days NPL Ratio (%)



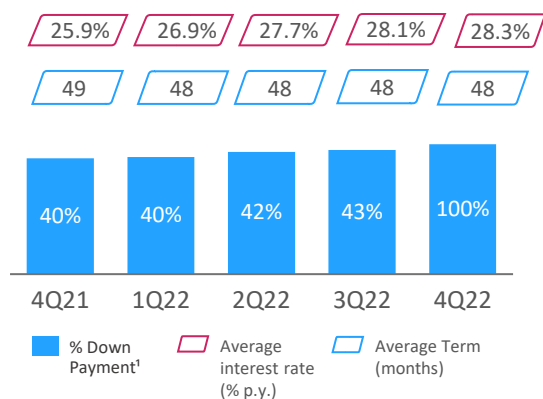
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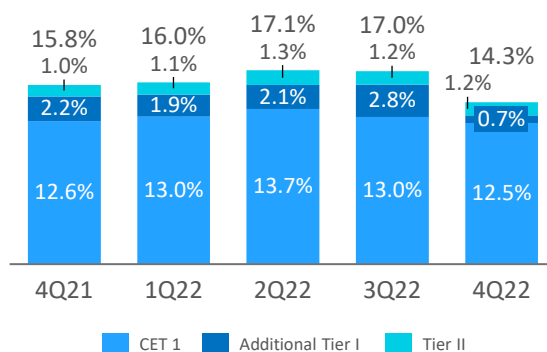


## Financial Results

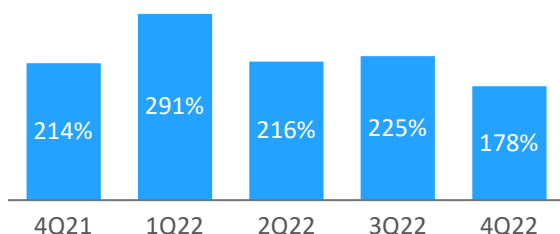
### Auto Finance Origination Standards



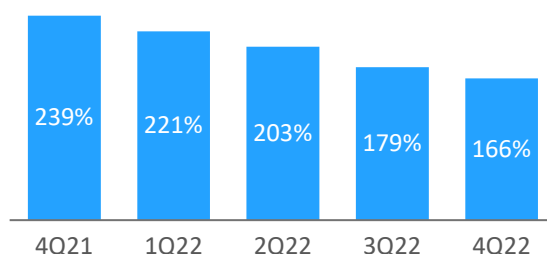
### Basel Ratio (%)



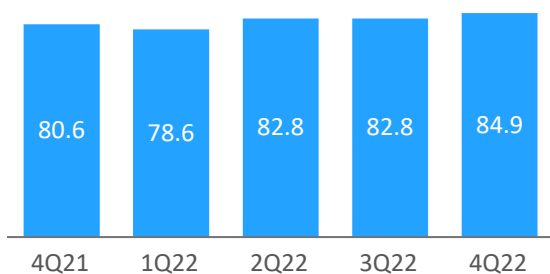
### Liquidity Coverage Ratio – LCR (%)



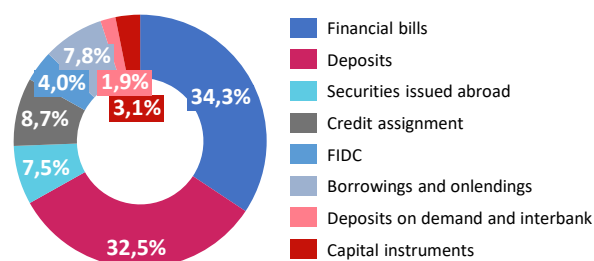
### Coverage Ratio (%)



### Funding (R\$ B)



### Funding by Instrument 4Q22



**Maturity gap: 14 days**  
387 days (Assets) vs.  
373 days (Liabilities)

### Ratings

Agencies	Internacional	Global
Moody's	AA.br	Ba2
S&P	brAAA	BB-

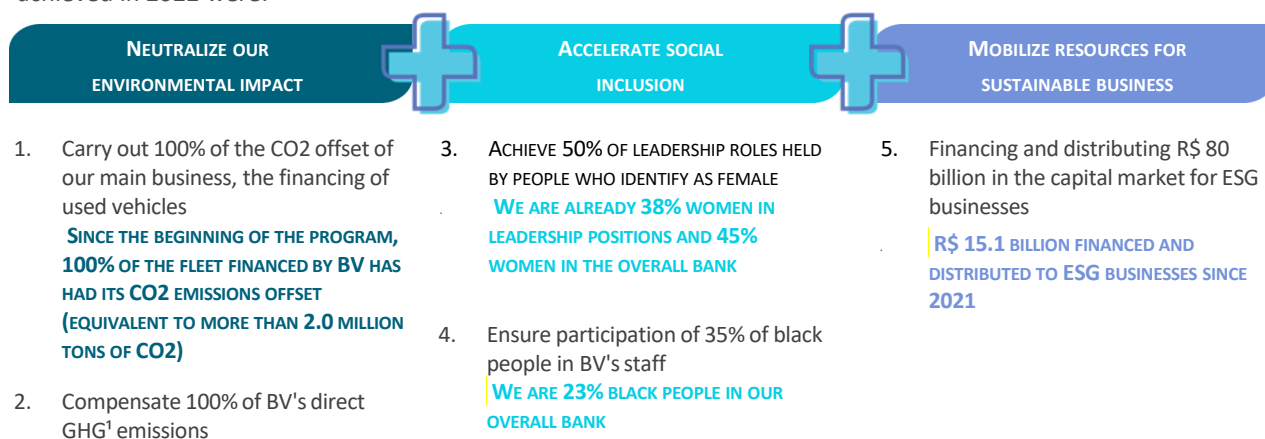
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## / ESG Initiatives (Environmental, Social and Governance)

Our sustainability aspiration is “Fostering social development through sustainable action with our ecosystem”. To strengthen our aspirational and sustainable commitment, in May 2021 we launched our “2030 Commitments for a lighter future”. In it, we assume five public goals with the aim of getting closer to the UN Sustainable Development Goals and which are in line with the Global Compact, of which we are signatories. The 2030 commitments are aligned with our aspirations and based on three pillars of action (i) neutralizing our environmental impact; (ii) accelerate social inclusion and; (iii) mobilize resources to foster sustainable businesses. The goals and results achieved in 2022 were:



In 2022, we highlight the following initiatives and achievements within our ESG agenda:

### Green Funding

Throughout 2022, we raised more than BRL 1 billion in instruments with the green seal to strengthen the sustainable agenda in Brazil. We highlight the funding of US\$ 150 million from the International Finance Corporation (IFC), a member of the World Bank Group, and the green CDBs, where we were one of the pioneering institutions and raised more than R\$ 500 million.

### BV Sports

Since 2018, we have had a social support platform through sport, which includes social projects by renowned athletes and former athletes. During 2022, the ten projects supported by the sports platform directly served more than 2,800,000 children and young people.

## / Customer Centricity

We seek to develop an entrepreneurial culture that emphasizes the commitment to care of our customers and provide them with high-quality support, which results in strengthening our purpose as an institution: **to make the financial lives of people and companies easier.**

This positioning of BV has **continually provided us with one of the lowest number of complaints** per million customers among the country's large banks in the **Central Bank of Brazil's Complaints Ranking**. It also secured **one of the best ratings on the main consumer rating portals**, such as **Reclame Aqui**, where the BV score at the end of 2022 was 7.2/10, a highlight among the main banks in Brazil, and **Consumidor.gov.br**, where we also ended the year with one of the best valuations in the financial industry.

Our advances in NPS metrics are also a reflection of our ongoing efforts to deliver a better experience. In the customer service channel, our **average transactional service NPS in 4Q22 was 75** against 77 in 4Q21 and 70 in 4Q20, 4.2 p.p. above the average of the periods between 4Q20 and 4Q22. **In the collection sector, the NPS evolved from 53 in 4Q20 to 72 in 4Q21, ending 4Q22 at 75, 8.4 p.p. above the average of the last two years.**

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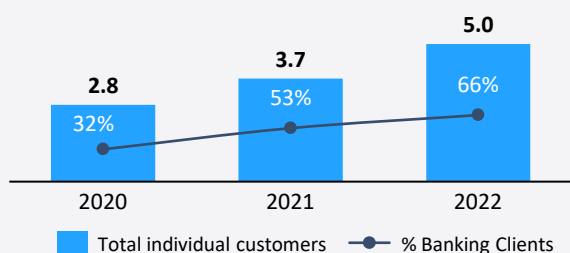
## / Digital Strategy

### » We continue to scale our Relational Retail Bank

We reached 5.0 million individual customers at the end of 2022, with 66% of customers already converted to digital banking (banking clients<sup>1</sup>). We continue to seek customer engagement by expanding the offer of products and services in the BV app, in addition to improving customer experience.

#### Individual customers and % of banking clients<sup>1</sup>

(in mln and %)



5.0 million

Individual customers

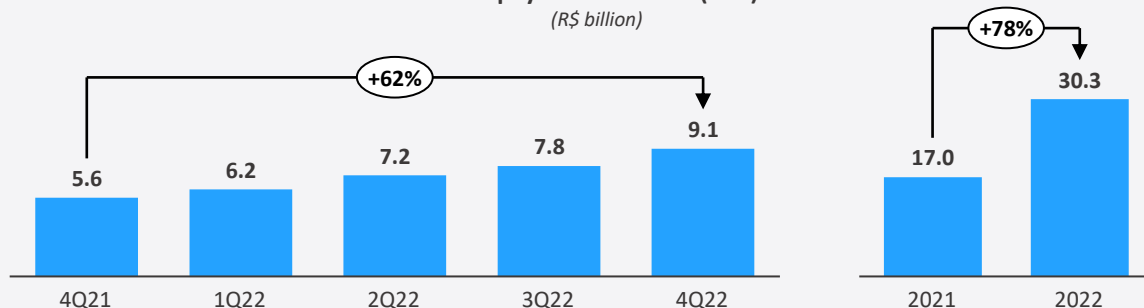
66%

Banking clients<sup>1</sup>

Customer engagement, represented by the total payment volume<sup>2</sup> ("TPV"), reached R\$ 9.1 billion in 4Q22, an expansion of 62% over the same period of 2021. Year-to-date, TPV reached R\$30.3 billion, growth of 78% over 2021.

#### Total payment volume<sup>2</sup> (TPV)

(R\$ billion)



### » New strategic alliance with Méliuz and Bankly<sup>3</sup>

At the end of 2022, we announced a strategic alliance with Méliuz, a technology company that empowers and leverages sales at partner stores by offering cashback and discount coupons. The alliance strengthens important theses that are in BV's strategic roadmap, mainly related to customer attraction and engagement.

With this partnership, we will focus even more on the customer experience, offering financial products and services integrated into the Méliuz platform. In addition to being a partner in the offers, BV will provide infrastructure, funding and financial products for Méliuz customers. Bankly will contribute to strengthening our BaaS platform (banking as a service).

### » New partnership

Expanding our solutions even further, during 4Q22 we announced a new partnership with Dr. Cash, a fintech specialized in providing financing for medical, dental and aesthetic treatments, with more than 4,000 credentialed clinics. With the partnership, BV will provide funding for the customers of Dr. Cash, which will also contribute to the expansion and diversification of BV's portfolio.

Klavi, a Software as a Service (SaaS) platform that offers Open Finance solutions, also became our strategic partner. Klavi is a pioneer in generating insights from Open Finance data in Brazil, offering solutions for any size of business.

# O melhor de dois mundos

Combinamos a solidez financeira de um grande banco com o *mindset* digital



## / Estratégia Digital

### » 1<sup>st</sup> year of our partnership with Google Cloud

The first year of our partnership with Google Cloud was marked by investment in building the necessary bases (teams, processes, etc.) technology and cloud data. We focus on driving three pillars:

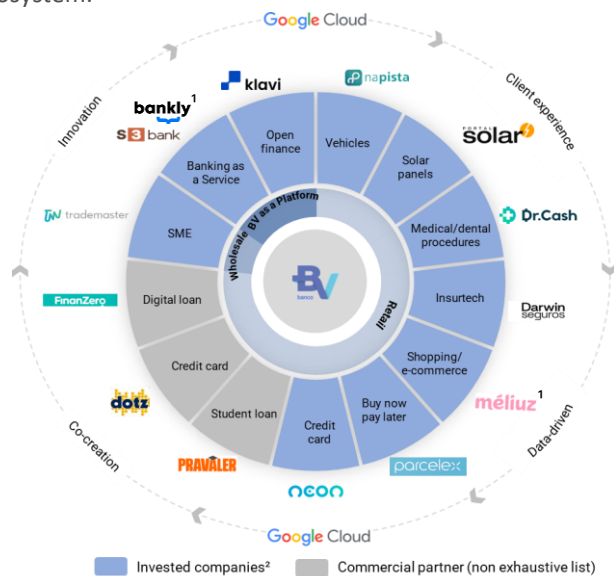
**Innovation Culture:** we adopted the workspace to help in the joint work process, bringing together employees from both companies, in addition to methodologies for building digital products following Google's innovation practices;

**Technology and Data:** we developed the data platform for a unified customer view. We implemented the architecture on Google Cloud Platform to collect consent for Open Finance applications and for the operation of our PIX solution, providing great results in terms of performance and scalability;

**Experimentation:** we evaluated 8 different hypotheses with customers using ideation methods with the support of Google Cloud experts and, in 2023, we intend to scale these initiatives bringing direct impact to a hyper personalized experience during the end customer journey.

### » BVx – Building the complete ecosystem

BVx, our innovation business unit, has the mission of generating value by connecting with the startup and fintech ecosystem, through co-creation, proprietary developments and investments in strategic partnerships. Between direct investments and partnerships for co-creation and lead/distribution of products, we had approximately 30 innovative companies enriching our ecosystem at the end of 2022. Below, we present a non-exhaustive view of our ecosystem:



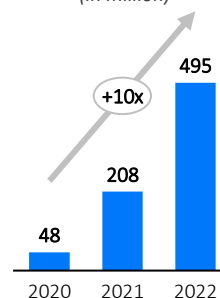
- Digital transformation
- Customer experience
- Diversification
- Growth
- Innovation

### » BV as a Platform

We continue to expand our business from BV Platform as a Platform - partnerships through our APIs. We ended 4Q22 with 68 partners from the most varied segments such as education, energy, health and e-commerce connected and using BV as a Platform services, business that contributes to the diversification of BV's revenues.

Transactions<sup>2</sup> carried out on our Banking as a Service (BaaS) platform reached 495 million in 2022, a volume 10 times higher than the volume recorded in 2020. BaaS revenue reached R\$ 83 million, 9x higher than the revenue recorded in 2020.

Number of transactions<sup>2</sup>  
BaaS Platform  
(in million)



BaaS Revenue  
(R\$ million)

